

Message Text

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ACTION ARA-10

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FM AMCONSUL MEDELLIN

TO RUEHDC USDOC WASHDC

INFO SECSTATE WASHDC 0816

INFO AMEMBASSY BOGOTA

UNCLAS MEDELLIN 0160

E.O. 11652 N/A

TAGS: ETRD

SUBJECT:WTDR URIGO LIMITADA - CENTRAL MEDELLIN

REF: USDOC 5135

1. ADDRESS: EDIFICIO COLTEJER, OFICINA 1801. APARTADO AEREO (P. O. BOX) 895, MEDELLIN, COLOMBIA. CABLE, URIGO MEDELLIN. PHONE: 414455. TELEX 06-702. OFFICER, ALBERTO GALINDO, GENERAL MANAGER.

2. LARGE FIRM ESTABLISHED IN 1938 FOR THE REPRESENTATION OF FOREIGN MANUFACTURERS. EMPLOYES 46, SALES 17.

3. FINANCIAL REFERENCES: THE ROYAL BANK OF CANADA, APARTADO AEREO 712, MEDELLIN. THE ROYAL BANK OF CANADA TRUST CO., 68 WILLIAM STREET, NEW YORK, Y. Y. 10005. BANCO COMERCIAL ANTIOQUE#ON MEDELLIN. TRADE REFERENCES: HERCULES TRADING CORP. WILMINGTON, DELAWARE, 19899. ALLIED CHEMICAL CORP., P.O. BOX 1053RN MORRISTOWN, N.Y. MAND T CHEMICALS INC., 100 PARK AVENUE, NEW YORK, N.Y. 10017.

4. MAYOR FOREIGN FIRMS REPRESENTED: HERCULES TRADING CORPGATION, WILMINGTON, DELAWARE, CHEMICALS& AGENCY ACQUIRED 1969. ALLIED CHEMICAL INTERAMERICAN CORP., MORRISTOWN, N.J., CHEMICALS& AGENCY ACQUIRED 1954. ATLAS CHEMICAL INTERNATIONAL CO., UNCLASSIFIED

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MIAMI, FLA., CHEMICALS& AGENCY ACQUIRED 1966. AMETALCO INC.,

NEW YORK, N.Y., METALS AND ALLOYS& AGENCY ACQUIRED 1973.
BUTTERWORTH AMERICAS CORP., BETHAYRES, PENN., TEXTILE MACHINERY
AND PARTS& AGENCY ACQUIRED, 1968. EASTMAN CHEMICAL
INTERNATIONAL CO., KINGSPOET, TENN., CHEMICALS& AGENCY ACQUIRED 1971.

COMMERCIAL SOLVENTS CORP., NEW YORK, N.Y.,
CHEMICALS& AGENCY ACQUIRED, 1965. KAISER ALUMINUM INTERNATIONAL,
TULSA, OKLAHOMA, ALUMINUM& AGENCY ACQUIRED 1964.

5. THE FIRM WAS ESTABLISHED IN MEDELLIN IN 1938 UNDER THE NAME
URIBE GOMEZ AND CIA. LTDA., FOR THE PURPOSE OF REPRESENTING
FOREIGN MANUFACTURERS ON A COMMISSION BASIS. AT THE PRESENT
TIME THE FIRM HAS BRANCH OFFICES IN BOGOTA, BARRANQUILLA AND
CALI, THUS COVERING ALL THE COLOMBIAN TERRITORY. MAIN PARTNERS
ARE ALBERTO GALINDO AND LUIS EDUARDO CAMACHO URIGO IS CONSIDERED
ONE OF THE LARGEST AND MOST IMPORTANT IN ITS FIELD IN THIS AREA.
THE PARTNERS ARE COMPETENT AND AGGRESSIVE BUSINESSMEN, WITH
CONSIDERABLE EXPERIENCE IN THE REPRESENTATION OF FOREIGN
MANUFACTURERS. ITS MAIN OFFICES ARE LOCATED IN ONE OF THE MAIN
COMMERCIAL BUILDINGS IN THE CENTER OF MEDELLIN. URIGO S
VOLUME OF SALES IS CONSIDERED HIGH, WITH AN ANNUAL VOLUME OF
*21.6 MILLION DOLLARS.
LOCALLY QUALIFIED BANKING AND TRADE SOURCES REPORT THAT THE
FIRM HAS A GOOD MORAL AND FINANCIAL STANDING AND THAT ALL OF
ITS FINANCIAL OBLIGATIONS ARE MET PROMPTLY. THE FIRM HAS A
GOOD REPUTATION AND IS RECOMMENDED AS A TRADE CONTACT FOR
INTERESTED U.S. FIRMS.

6. DATE OF INFO: 05/74
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